

VERISIGN CHANNEL PARTNER PROGRAM

CHANNEL PARTNER PROGRAM AND BENEFITS



Partnership Benefits

- Web site listing and extranet access
- Reseller discounts
- Channel Training
- Sales tools and collateral
- Account Management
- Access to all VeriSign certified solutions

Pricing

Cost of enrolling in VeriSign Channel Program is \$49,995.

Open to qualified companies.

For more information visit:

<http://www.verisign.com/partners/enterprise/index.html>

VeriSign® Channel Partner Program

The mission of the VeriSign Enterprise Partner Program is to “Trust enable best-of-breed partner technologies and products, and leverage System Integrators and VAR partnership to deliver trusted end-user solutions”. The VeriSign Enterprise Partner Programs are a set of programs focused on solution development and create marketplace awareness of partner solutions and channel delivery.

The VeriSign Channel partner program benefits selected system integrators and resellers by providing them with partner solutions, training, sales tools and support to meet mutually agreed business goals.

VeriSign certified solutions act as building blocks to take the complexity and high cost out of implementation and help reduce deployment time. They also create new ‘up-sell’ opportunities for SIs/VARs into existing and new accounts and make them more competitive when it comes to delivering secure solutions.

System Integrators and VAR's can take advantage of VeriSign's global infrastructure to drive down their customer's costs while creating new opportunities to deliver certified solutions in key areas, such as:

- Electronic forms signing
- Secure remote access
- n-Factor authentication
- Secure business application integration

and targeting the following industries with these offerings:

- Financial (Retail Banking, Lending, On-line brokerage)
- Public Sector (Compliance, eGovernment, Privacy)
- Health Care (HIPAA, Patient services)

Program Strategy

The program strategy enables our partners to sell value-added solutions and services to targeted customers that call for deployment of VeriSign Trust Services™. VeriSign fosters long-term relationships with Channel partners — providing branding, services discounts and marketing assistance.

Program Philosophy

The program's philosophy hinges on Channel partners maintaining dedicated sales and professional services staff to deliver value-added solutions to customers. Resources will be focused on assisting a partner's sales, marketing and training efforts to create an effective channel for VeriSign's services.

Partnerships Deployed Globally

Many of the benefits offered through the VeriSign Enterprise Partners Program are available globally, while others have been adapted for certain countries, geographies, or local regions. VeriSign, Inc. will provide tailored services to program partners in all regions in which VeriSign operates.